

F. E. D.

PACIFIC FRUIT EXPRESS COMPANY

March News Letter

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San Francisco, March 22, 1956.

ALL P.F.E. EMPLOYEES:

<u>P.F.E. Loadings</u>					
<u>1956</u>			<u>1955</u>		
<u>PFE Cars</u>	<u>Foreigns</u>	<u>Total</u>	<u>PFE Cars</u>	<u>Foreigns</u>	<u>Total</u>
February	30,046	1,872	25,033	1,188	26,221
Jan.-Feb.	59,783	3,453	50,573	2,985	53,558

Car Situation:

The endeavor has been to protect the maximum number of contract line shipments with PFE cars using foreign equipment only when necessary to avoid delays in filling requirements. As a result the on-line supply of empty cars has been somewhat lighter than in corresponding periods of prior years. All loading has been protected without undue stress and with but a few minor delays. Presently the returning tide of PFE cars is showing improvement and indications are that a surplus will develop early in April which will allow for turning some cars to foreign line service.

Crop Conditions -

Along Union Pacific

Potato loading in Southeast Idaho has continued heavy with favorable markets and it appears the crop will be disposed of readily before the new spring potatoes from other territories are under way. In the Northwest District shipping will consist chiefly of apples, pears, and miscellaneous commodities such as canned goods, beer, frozen foods and nursery stock. In the Eastern District the Colorado vegetable season is over, however, there are occasional shipments of potatoes. Trucks are taking a large share of Colorado and Nebraska potatoes.

Along Southern Pacific

Western territory. In Oregon movement of potatoes and pears from storages continues while other commodities, mainly onions, canned goods, and frozen foods, are in normal seasonal volume.

In Northern California citrus movement continues good but will decline toward end of month. Grapes from storages will be light through April. Vegetable crops are generally in poor condition due to heavy winter rains and shipments will be light through March. Asparagus from the Stockton area is expected to start in mid-March

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San Francisco, March 22, 1938.

ALL P.F.E. EMPLOYEES:

P.F.E. Loadings

	1938	1937	1936	1935	1934	1933
Foreign	2,985	1,188	25,073	31,918	1,872	30,046
P.F.E. Cars	50,573	25,073	31,918	63,236	3,453	59,783
Total	53,558	26,261	56,146	95,154	5,325	89,829

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and will be heavy the latter part of the month and early April. Movement of other commodities, mainly canned goods, wine, and frozen foods, will be normal for this time of year.

In the Southwestern District Imperial Valley lettuce will be completed in mid-March; Yuma Valley reached its peak during the first part of March; Salt River Valley will increase rapidly after mid-March and should reach its peak the first part of April. Vegetable shipments from the West Coast of Mexico will continue light until after the first of April, and from other sections will be in normal seasonal volume. West Coast of Mexico melon movement is not expected to start until after the first of April. Citrus will be in good volume during March, while other commodities will be seasonally normal.

In Texas vegetables from the Rio Grande Valley will continue to be in good volume through March and from other sections is expected to be normal. Cantaloupes from the Apatzingan District of Mexico started the first part of March and volume will be heavy by end of the month.

SOURCES OF P.F.E. REVENUES

	<u>1955</u>	<u>1954</u>
Car mileage and rental	78.1%	77.8%
Refrigeration: Ice and salt	15.6	15.7
Other refign. revs.	<u>4.9</u>	<u>5.1</u>
Total Refrigeration	20.5%	20.8%
Heater service	0.4%	0.4%
Miscellaneous	1.0%	1.0%

Nampa, Idaho gets the "Jackpot" in Safety Program

In a joint meeting of all departments at Nampa, Idaho on February 14, P.F.E. and railroad officials were joined by the Governor of the State, Mayor Capell of Nampa, President Cain of the Chamber of Commerce, and numerous other local and state officials in honoring the Stores, Shop and Ice Plant employees of Nampa, and Repair Foreman W. R. Bierwagon of the Engineering Department, for a remarkable safety record in 1955. All forces at Nampa came through the year 1955 without a reportable injury, as did Mr. Bierwagon's repair crew. Man-hours worked in 1955 by these departments were

Stores	183,544
Shop	790,936
Ice Plant	111,832

*gdp after inflation
indexed about*

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SOURCES OF P. F. E. REVENUES

1954	1955	
77.8%	78.1%	Car mileage and Rental
15.7%	15.6%	Refrigeration: Ice and salt
5.1%	4.9%	Other refrigeration
20.8%	20.5%	Total Refrigeration
0.4%	0.4%	Heater service
1.0%	1.0%	Miscellaneous

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183,544	Stores
790,936	Shop
111,832	Ice Plant

Nampa Ice Plant has been a frequent winner, having participated in 1950, 1952 and 1954. Nampa Car Shops also was on the winning side in 1952. Mr. Bierwagon's repair crew, traveling from point to point over the entire P.F.E. system, likewise had a clear record in 1952 and 1953.

Particularly noteworthy is the record of Nampa Stores Department which has had no reportable injury for 5 consecutive years, (1,462,000 man-hours). This performance attracted the attention of Governor Robert E. Smylie of the State of Idaho, who is intensely interested in promoting safety in industry, and who took this occasion to personally present Nampa Stores with the first industrial State Safety Award ever issued. This and future State awards recognize one million accident-free man-hours.

Nampa Stores also received a special Vice President's award in honor of their outstanding record.

The program was recorded and, in addition to wide coverage in the newspapers, was carried on Radio Station KFXD that evening.

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I.B.M. TRANSMISSION OF FRUIT BLOCK INFORMATION

Harvesting of the perishable food crops transported in refrigerator cars is governed to a very large extent by the condition or ripening stage of the crop itself. For example, when a field of lettuce has reached proper maturity, cutting and shipping begins. To delay cutting for more than a day or two would mean deterioration and perhaps even outright loss of a large part of the crop. This situation created the present wide-spread system of loading "rollers" - perishable shipments started on their eastbound journeys in advance of actual sale and which are subsequently diverted to consignees as sales develop, or to fruit auction houses for example, where markets appear favorable.

These markets fluctuate from day to day with the change in flow of commodities and perhaps for other reasons, although all markets do not fluctuate together. It is therefore evident that a shipper can often increase his earnings on a car by changing its destination (diversion) while the shipment is in transit. This practice also tends to relieve markets which may be over-supplied, and satisfies the demand at the new destination.

Of paramount importance in this handling method is up-to-the-minute information on the car's whereabouts, its scheduled arrival at its current destination, etc. This led to the development of a very complete system of telegraphic records based on -

First - "fruit block reports" made by stations such as Roseville, Colton, Yuma, Tucson, Pocatello, etc., which are the gathering or "concentration" points for this traffic.

At these stations all perishables departing in any one train are listed on one "fruit block report" which is designated by number and on which "passings" are reported by intransit stations. Traffic so included moves on the published schedule, barring service interruptions, diversions, etc. These fruit block reports were transmitted by telegraph to all of our offices interested in the movement of this business and form the first source of information upon which any subsequent handling is based. They show for each car the waybill date, destination, receiver, commodity, shipper, origin, routing, and protective service required.

Second: - Subsequent telegraphic advices informed interested offices of later changes covering specific cars such as when set out of train for any reason, pick-up by a later train, change in protective service, consignee, destination or routing.

The data included in these block reports showing protective service, is of great value at our icing stations. Here PFE forces can prepare in advance for the train arrival, based on the data included in the fruit block reports, thus speeding up car icing operations.

Under the pre-IBM system, fruit block information was usually drawn from waybills after the cars reached concentration point and this data was checked after train departure to insure that the outbound fruit block actually carried the listed shipments. The time consumed varied from perhaps 1'30" to 2'30". With the IBM

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These markets fluctuate from day to day with the change in flow of commodities and perhaps for other reasons, although all markets do not fluctuate together. It is therefore evident that a shipper can often increase his earnings on a car by changing its destination (diversion) while the shipment is in transit. This practice also tends to relieve markets which may be over-supplied, and assist in the demand at the new destination.

Of paramount importance in this handling method is up-to-the-minute information on the car's whereabouts; its scheduled arrival at its current destination, etc. This led to the development of a very complete system of telegraphic records based on the following:

First - "Fruit block reports" made by stations such as Nashville, Colton, Ymas, Tucson, Pocatello, etc., which are the primary points for this traffic, and which are designated by the following or "concentration" points for this traffic.

At these stations all perishable departures in any one train are listed on one "fruit block report" which is transmitted by radio number and on which "passings" are reported by individual stations. Traffic so included moves on the published schedule, but in case of interruptions, diversions, etc., these fruit block reports are transmitted by telegraph to all of our offices interested in the movement of this business and form the first source of information upon which any subsequent handling is based. They show for each car the waybill date, destination, receiver, commodity, shipper, origin, routing, and protective service required, and are forwarded to all offices interested in the traffic.

Second - Subsequent telegraphic advice is furnished to interested offices of later changes covering specific operations when one of later changes covering specific operations, pick-up by a later train, change in protective service, change in destination, etc., is reported.

The data included in these block reports showing protective service, routing, destination, etc., are of great value to our stations. Here the forces can prepare in advance for the train arrival, based on the data included in the fruit block reports, thus speeding up car loading operations.

Under the I.B.M. system, first-class information is usually drawn from the radio station. The cars are loaded at the point and this point was checked after train departure to insure that the outcoming fruit block actually carried the listed shipments. The time consumed varied from perhaps 1:30" to 2:30". With the I.B.M.

system a card is punched at concentration point with as many as 74 character indications carrying the required data and, after verification, subsequent operations such as sorting in any desired order or sequence, telegraphic transmission, reprinting, etc., is all carried out mechanically and at high speed. A tape record is made from these cards, enabling transmission via telegraph system to Chicago and all intermediate yard offices. The operation at the concentration point is reduced to 80 or 90 minutes, perhaps half of which is merely machine handling.

While there is some labor saving, major advantages result from faster handling and a substantial increase in accuracy since all operations are mechanical after initial punching of the master card record.

PFE's Chicago diversion office serves as a "master station" for some 80 eastern offices, both P.F.E. and railroad. It receives this fruit block data on a tape which can be run through an interpreting machine to produce a neat fruit block report in printed form, or from which duplicate cards can be produced, these latter being sorted by machine so that each eastern off-line office receives only the data in which it is interested. This information is transmitted by teletype, to be available when our eastern offices open in the morning.

In the destination offices, both on-line and in eastern off-line territory, shippers and receivers are kept informed by means of the telephone, telegraph or mail, as the situation warrants.

The volume of this work is indicated by the fact that there are more than 50 different originating blocks with 12,000 fruit blocks a year including over 300,000 shipments. In addition to passing advices showing the progress of this traffic over PFE contract lines, 87 foreign roads post our Chicago office on passings at 24 terminals, enabling our eastern offices to keep consignees informed long after shipments are out of our own hands.

This new IBM system has resulted in further improvement of a service that was already acknowledged by the trade as the finest available anywhere. As such it is a vital factor in holding traffic to our own lines and in keeping our cars earning revenue to the fullest extent possible.

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PHS's Chicago diversion office serves as a "master station" for some 30 eastern offices, both P.T.E. and railroad. It receives this fruit block data on a tape which can be run through an interpreting machine to produce a neat fruit block report in printed form, or from which duplicate cards can be produced, these latter being ordered by machine so that each eastern off-line office receives only the data in which it is interested. This information is transmitted by teletype to be available when our eastern offices open in the morning.

In the destination offices, both on-line and in eastern off-line territory, shippers and receivers are kept informed by means of the telephone, telegraph or mail, as the situation warrants.

The volume of this work is indicated by the fact that there are more than 30 different origin/destination blocks with 12,000 fruit blocks a year including over 300,000 shipments. In addition to existing advice showing the progress of this traffic over the country, PH's foreign roads post our Chicago office on business at 24 terminals, enabling our eastern offices to keep customers informed long after shipments are out of our own hands. This new system has resulted in further improvement of a service that was already acknowledged by the trade as the finest available anywhere. As such it has a vital factor in holding traffic to our lines and in keeping our earnings revenue to the fullest extent possible.

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